# Received by NSD/FARA Registration Unit 08/09/2017 4:59:17 PM

U.S. Department of Justice

Washington, DC 20530

OMB No. 1124-0006; Expires May 31, 2020

# Exhibit A to Registration Statement Pursuant to the Foreign Agents Registration Act of 1938, as amended

INSTRUCTIONS. Furnish this exhibit for EACH foreign principal listed in an initial statement and for EACH additional foreign principal acquired subsequently. The filling of this document requires the payment of a filling fee as set forth in Rule (d)(1), 28 C.F.R. § 5.5(d)(1). Compliance is accomplished by filling an electronic Exhibit A form at https://www.furn.gov.

Privacy Act Statement. The filing of this document is required by the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 et seq., for the purposes of registration under the Act and public disclosure. Provision of the information requested is mandatory, and failure to provide this information is subject to the penalty and enforcement provisions established in Section 8 of the Act. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials or other document or information filed with the Attorney General under this Act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, DC. Statements are also available online at the Registration Unit's webpage: <a href="https://www.fara.gov">https://www.fara.gov</a>. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(c) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public in print and online at: <a href="https://www.fara.gov">https://www.fara.gov</a>.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Counterintelligence and Export Control Section, National Security Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. Name and Address of Registrant		2. Registration No.
Cowan Strategies Company, 119 Oronoco Street, Suite 101,	6452	
Name of Foreign Principal     Sinopec Group through Sinopec D.C., LLC through Global Strategies, Ltd. ("Sinopec")	4. Principal Address of Foreign Principa 22 Chaoyangmen North Street, Chao China Postcode: 100728	
5. Indicate whether your foreign principal is one of the followi	ing:	
Government of a foreign country 1		
☐ Foreign political party	•	
Foreign or domestic organization: If either, check or	ne of the following:	
☐ Partnership ☐	Committee	
☑ Corporation □	Voluntary group	
☐ Association ☐	Other (specify)	
☐ Individual-State nationality	,	
6. If the foreign principal is a foreign government, state:     a) Branch or agency represented by the registrant		
N/À	•	
b) Name and title of official with whom registrant de	als	
N/A		
<ol> <li>If the foreign principal is a foreign political party, state:</li> <li>a) Principal address</li> <li>N/A</li> </ol>		
b) Name and title of official with whom registrant de	eals N/A	
c) Principal aim N/A		

<sup>1 &</sup>quot;Government of a foreign country," as defined in Section 1(e) of the Act, includes any person or group of persons exercising sovereign de facto or de jure political jurisdiction over any country, other than the United States, or over any part of such country, and includes any subdivision of any such group and any group or agency to which such sovereign de facto or de jure authority or functions are directly or indirectly delegated. Such term shall include any faction or body of insurgents within a country assuming to exercise governmental authority whether such faction or body of insurgents has or has not been recognized by the United States.

8. If the foreign prin	cipal is not a foreign government or a foreign politic	cal party:	
a) State the	e nature of the business or activity of this foreign pri	incipal.	
1998 or investe	ts website, Sinopec Group "is a super-large petrole in the basis of the former China Petrochemical Corp id by the state, functioning as a state-authorized in ling share."	poration. Sinopec Group is a state-	owned company solely
b) Is this fo	oreign principal:		
Supervised '	by a foreign government, foreign political party, or	other foreign principal	Yes⊠ No 🛘
Owned by a	a foreign government, foreign political party, or other	r foreign principal	Yes ⊠ No 🗆
Directed by	a foreign government, foreign political party, or other	ner foreign principal	Yes ⊠ No 🗆
Controlled l	by a foreign government, foreign political party, or o	other foreign principal	Yes 🖾 No 🗆
Financed by	a foreign government, foreign political party, or of	her foreign principal	Yes 🗵 No 🗌
Subsidized i	in part by a foreign government, foreign political par	rty, or other foreign principal	Yes 🗵 No 🔲
	tems answered "Yes" in Item 8(b). (If additional specimed enterprise with at least majority ownerships.		
,			
		•	
		•	
		•	
	ncipal is an organization and is not owned or control, state who owns and controls it.	lled by a foreign government, fore	ign political party or other
N/A			
·	EXECUTIO	ON	
information set for	ith 28 U.S.C. § 1746, the undersigned swears or affi- orth in this Exhibit A to the registration statement as leir entirety true and accurate to the best of his/her k	rms under penalty of perjury that h	
Date of Exhibit A	Name and Title	Signature	<u> </u>
21.	Mark D. Cowan, Cheif Executive Officer		<del></del> _
8/1つ	INIAIR D. COWAII, CREIT EXECUTIVE UTICES		

U.S. Department of Justice

Washington, DC 20530

OMB No. 1124-0004; Expires May 31, 2020

# Exhibit B to Registration Statement Pursuant to the Foreign Agents Registration Act of 1938, as amended

INSTRUCTIONS. A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements, or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. Compliance is accomplished by filing an electronic Exhibit B form at https://www.fara.gov.

Privacy Act Statement. The filing of this document is required for the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 et seq., for the purposes of registration under the Act and public disclosure. Provision of the information requested is mandatory, and failure to provide the information is subject to the penalty and enforcement provisions established in Section 8 of the Act. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials or other document or information filed with the Attorney General under this Act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit's webpage: https://www.fara.gov. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public in print and online at: https://www.fara.gov.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .33 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Counterintelligence and Export Control Section, National Security Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. 1	lame of Registrant	2. Registration No.	C452
Cowan Strategies Company			6 130
3. N	ame of Foreign Principal		
Si	nopec Group through Sinapec D.C., 山C through Gl	obal Strategies, Ltd. ("Sinopec")	
	Ch	eck Appropriate Box:	
4. 🗀	The agreement between the registrant and the above checked, attach a copy of the contract to this exhibit		ritten contract. If this box is
5. 🗷	There is no formal written contract between the re- foreign principal has resulted from an exchange of correspondence, including a copy of any initial pro-	correspondence. If this box is checked	, attach a copy of all pertinent
6. 🗀	The agreement or understanding between the regis contract nor an exchange of correspondence betwee the terms and conditions of the oral agreement or to	en the parties. If this box is checked, g	ive a complete description below of
7. D	escribe fully the nature and method of performance of	of the above indicated agreement or und	erstanding.
Т	em 7: he registrant will advise Sinopec regarding comme xecutive branch, and developments in the U.S. ene	· · · · · · · · · · · · · · · · · · ·	ities in Congress and the
	em 5: he registrant provided the attached workplan/prop	oosal to Global Strategies, Ltd. on April	5, 2017. Sinopec, through Global

8. Describe fully the activities the registrant engages in or proposes to en	gage in on behalf of the above foreign principal.
Arrange meetings with members and employees of Congress to dis- Provide weekly reporting on energy markets in the United States. Provide advice and counsel to Sinopec on general market entry goa	
•	
·	
9. Will the activities on behalf of the above foreign principal include polithe footnote below? Yes   No □	tical activities as defined in Section 1(o) of the Act and in
If yes, describe all such political activities indicating, among other thin together with the means to be employed to achieve this purpose.	igs, the relations, interests or policies to be influenced
Arrange meetings with members and employees of Congress to disc	cuss Sinopec's investments in the United States.
	·
EXECUTIO	N
In accordance with 28 U.S.C. § 1746, the undersigned swears or affirms information set forth in this Exhibit B to the registration statement and the contents are in their entirety true and accurate to the best of his/her known	nat he/she is familiar with the contents thereof and that such
Date of Exhibit B Name and Title	Signature
Mark D. Cowan, Chief Executive Officer	all
Footnote: "Political activity," as defined in Section 1(0) of the Act, means any activity which the pany agency or official of the Government of the United States or any section of the public within the domestic or foreign policies of the United States or with reterement to the political or public interests.	erson magaging in believes will, or that the person intends to, in any way influence to United States with reference to formulating, adopting, or changing the s, policies, or relations of a government of a foreign country or a foreign political

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#### 2016 Review and 2017 Work Plan

Mr. Yu Li Managing Director SINOPEC D.C. LLC 975 F Street, NW, Suite 520 Washington, D.C. 20004

#### Dear Yu Li,

As you know, Global Strategies is a company comprised of senior government relations professionals, lawyers, former Ambassadors, former elected officials, Administration officials, public relations and strategy specialists, who have joined together from various high-profile law firms, lobbying firms and corporations to provide a full range of services for global clients, including legal counsel, government relations and lobbying, legislative and regulatory monitoring, market entry services worldwide as well as other strategic services. Our collective experience lends itself to finding profitable solutions to a wide variety of government related issues and opportunities at the intersection of government and business worldwide.

In representing the myriad interests of SINOPEC's Washington, D.C. office, core members of our team will include the Honorable Mark D. Cowan who is a lawyer, lobbyist, three time Presidential Appointee and former head of Global Business Development for Patton Boggs, LLP, Legislative Counsel for the Asian Republican Coalition; Ms. Lynn Tian, Chairman of Global Strategies, Ltd., Senior Advisor for China for Patton Boggs, LLP for 15 years, and a founding member of the Asian Republican Coalition; The Honorable Donald Ensenat, a lawyer, former Ambassador and senior White House official; Thomas Britt III, a lawyer, co-chair of the Asian Republican Coalition, former Managing Partner of Debevoise, Plimpton, Asia, The Honorable Donald Johnson, a lawyer and former US Trade Representative, former State Senator, Chairman of the Dean Rusk Center for International Law; Laurence Harris, former Administration official, former Senior Counsel at Patton Boggs, LLP and Chief Executive Officer of various U.S. Corporations; Peter Mirijanian, well respected Public Relations Executive and media relations expert.

While the foregoing individuals will comprise the core team for SINOPEC, it can and will be augmented by others of similar rank with divergent expertise as required and agreed by both Parties. Mark Cowan will be responsible for management of day to day work. Lynn Tian will be responsible to supervise the team effort and coordinate our activities with respect to SINOPEC.

Global Strategies has been honored to work with you throughout the past year and look forward to continuing our engagement working on Sinopec's behalf in Washington D.C. and the broader

United States. As discussed, we have provided below a summary of our previous activities, issues which Sinopec needs to watch for in the coming year and the work plan for the next contract period starting on May 1, 2017.

#### I. PREVIOUS DELIVERABLES

During the contract period of May 1, 2016 - April 30, 2017, Global Strategies provided the following services to Sinopec D.C.:

- 1. REPORTING & ANALYSIS: Global Strategies provided Sinopec with regular weekly reporting covering legislative developments, regulatory issues, mergers and acquisitions, political developments as well as other matters which will or could have an effect on Sinopec's business interests in the energy sector. These reports have included an analysis of the matters as well as indications of the potential impact on Sinopec's operations and why Sinopec should be aware of certain events. In the past year, Global Strategies has also added more analysis of macroeconomics in the United States reporting on the performance of economic sectors, the actions of the Federal Reserve and important developments regarding trade. GS also provided analysis of developments during the presidential and congressional elections in the weekly reports. Further, Global Strategies provided real time updates on news items when applicable and answers to specific market- and policy-related questions from Sinopec.
- 2. SITUATIONAL REPORTS: Global Strategies provided three special reports to Sinopec during the reporting period—in May 2016, Global Strategies provided a report covering the Energy Policy Modernization Act, outlining the process, key provisions and how they may impact Sinopec. In September 2016, GS provided a special report on the U.S. elections—providing a detailed look at each presidential candidate, their positions on key issues that may impact Sinopec, political issues and polling summaries. We also described the key congressional races to watch. In November 2016, we provided a post-election analysis covering the results, how such a surprise occurred, and an overview of what policies a Trump administration might prioritize.
- 3. ADVICE & COUNSEL: Global Strategies advisors, both in Washington, D.C. and in Beijing, have provided frequent ad hoc advice and counsel to Sinopec throughout the contractual period, addressing questions that arise, developments that occur that may affect Sinopec and potential opportunities in the U.S. market. Some examples from this year include advice on various sanctions-related bills in Congress and Texas' decision not to lift Iran sanctions.
- 4. WASHINGTON OUTREACH: Global Strategies has introduced Sinopec, on a one to one, face to face basis, to key decision makers in Washington, D.C., focusing on senior elected officials on Capitol Hill whose interests and jurisdictions are important to Sinopec. Given the election campaign period during 2016, Global Strategies concentrated the meetings during the end of the contract period. Through March, Global Strategies arranged 2 meetings, while advising Sinopec on meeting strategy and content, post-meeting notes and follow-up. These meetings were conducted with Rep. Frank Lucas (R-OK) who represents the district where Sinopec has its Oklahoma investments, and Rep. Joe Barton (R-TX) one of the top energy lawmakers on the Hill. More meetings are currently being scheduled for April.

# II. UPCOMING POLICY ISSUES SINOPEC SHOULD BE AWARE OF

#### POLICY ISSUES TO WATCH FOR

Energy Policy Modernization Act (EPMA) & Other Energy-Related Bills: We reported on the progress of this bill, championed by Senator Lisa Murkowski (R-AK) during the past year. This bipartisan, comprehensive energy bill addresses a broad array of energy-related issues that will impact the U.S. market. Many of the individuals to whom we have introduced Sinopec during the past two years are involved with this bill, either through their work in the Senate Natural Resources Committee (Colin Hayes, Senator Bill Cassidy), lobbying efforts (Jack Gerrard of API) or in crafting the House version of the bill in the House Energy and Commerce Committee (Rep. Mullin, Rep. Green). In December 2016, the House failed to pass a final version of the bill, and it is now expected to go through the legislative process again during this Congress. Many Republicans believe that they will be in a better position to advance their energy agenda when Donald Trump is President and the GOP controls both the House and the Senate thereby reducing the need to compromise with Democrats regarding the content of the energy bill. At the same time, as we learned during our meetings with Reps. Lucas and Barton, health care, and then tax reform, have been the main priorities. It is dubious whether we see comprehensive energy legislation this year, though lawmakers may try to insert energy priorities into other bills, such as an infrastructure bill. This is something GS will track throughout the next contract period.

Greater Scrutiny of State-Owned Enterprises: One trend during the past year has been heightened attention by lawmakers on the actions of foreign (read Chinese) State-Owned Enterprises (SOEs). The election of Donald Trump, who regularly criticizes China and foreign businesses, may embolden those who seek to punish SOEs for what they see as cheating. In September, Senator Chuck Grassley (R-IA) introduced a bill that would strip the immunity of foreign SOEs for the commercial actions of their subsidiaries in the USA (article explaining consequences of bill here, text of bill here) Called the State-Owned Entities Transparency and Accountability Reform (STAR) Act, the bill is still awaiting review by the Senate Committee on the Judiciary.

Iran Nuclear Deal & Sanctions: Donald Trump has been a vocal opponent of the Joint Comprehensive Plan of Action, more frequently referred to as the "Iran Nuclear Deal," as have many Republicans in Congress. Secretary of State, Rex Tillerson stated during his confirmation hearings that he supports a "full review" of the deal, but sounded a more moderate tone emphasizing better monitoring to ensure Iran is in compliance. Trump has also been more quiet about his hostility to the deal recently. While the U.S. alone cannot dismantle the deal, they could unilaterally withdraw or violate the deal by re-imposing previously withdrawn sanctions. Meanwhile, Congress has been putting forward sanctions legislation to punish Iran for missile testing. This has the potential to negatively impact foreign businesses that have dealings and interests in Iran, such as Sinopec, and we will monitor developments both with the Iran Nuclear Deal and with sanctions legislation on the Hill.

Deregulation: The fate of many of the energy regulations passed under President Obama now hang in the balance, and a goal of the Trump administration is to roll back regulations and restrictions on coal, oil and gas development. The Clean Power Plan, currently tied up in court (thanks to a lawsuit previously filed by current EPA Administrator Scott Pruitt), will likely be undone, either in Congress, or the new EPA will simply decline to enforce it. In late March, Trump signed an Executive Order

instructing Pruitt to begin to dismantle the plan. The process of repealing these regulations is complicated and expected to take at least a year. Meanwhile, House Republicans have already taken steps to overturn rules such as those regulating methane emissions from existing oil and gas sources, as well as those regulating water protection and air pollution. During the coming months, there is expected to be much activity at the EPA, Department of Interior, on Capitol Hill and from the White House clawing back regulations in the energy sector.

Trade: Trump's tone, both on the campaign trail and after election, has often been nationalist and protectionist when it comes to foreign policy and trade issues. He has been highly critical of America's existing trade deals, "cheating" by countries like China and Japan and employed nationalist rhetoric about keeping jobs in the USA. Unlike in many other areas of policy, he takes an active interest in trade and plans to focus on the issue. He has also nominated some protectionists and advocates for greater trade barriers to serve in his cabinet. Most prominent of these is his choice to head the White House's National Trade Council — Peter Navarro. Robert Lighthizer, his pick for U.S. Trade Representative, is a long-time China critic and advocates for taking a tougher stance on trade. Another important Department relevant to trade is the Department of Commerce - the Commerce secretary will be charged with implementing policy that affects trade, such as issuing tariffs. While Commerce pick Wilbur Ross has not been known for an anti-China stance, he has recently taken much more aggressive positions in this regard. Between his campaign rhetoric and actions so far when it comes to trade, Trump has shown that he is serious about getting his way on the issue. This administration is thus more likely than previous administrations to take actions in this area that could impact Sinopec's business in the United States.

#### GLOBAL STRATEGIES WORK PLAN

The new administration poses both risks and opportunities for Sinopec. Global Strategies' objectives for 2017 will be to help Sinopec understand the energy policy of this administration and how it affects Sinopec's business, and help Sinopec enhance existing Congressional as well as establish new relationships with key players in the new administration. Our proposed activities are as follows:

## Reporting and Analysis

Global Strategies will continue to provide weekly reports that illustrate the energy policy and political situation in the United States, including developments in the energy market, regulations and legislation that impact Sinopec's interests such as those described above. Further, Global Strategies will continue to provide situational reports as requested or necessary.

## **Government Relations**

Global Strategies will continue to help Sinopec build relationships in Washington, D.C. with key decision makers, relevant industry insiders, think tanks, and government officials. Global Strategies proposes some or all of the following meetings for the next contract period:

Congress – with significant operations in Oklahoma and the opening of a new office in Texas, it is crucial that Sinopec develop familiar relations with the representatives and/or staff from those states on Capitol Hill, especially those who are involved with energy issues.

In the Senate, the important committees that are involved in energy issues are the Committee on Energy and Natural Resources, and the Committee on the Environment and Public Works. Global Strategies proposes meetings with the following individuals:

- Energy and Natural Resources Committee Majority Staff Lisa Murkowski (R-AK) remains Chairman of the Committee. It is important to continue Sinopec's relationship with the office, by meeting again with Chief of Staff Colin Hayes or other relevant staff. In particular, they can provide updates on next steps for EPMA.
- Jim Inhofe (R-OK) and/or Key Staff on Committee on Environment and Public Works
   Inhofe is the senior Senator from Oklahoma and the Chairman of the Committee, so will have interest in Sinopec's investments in Oklahoma, and will be well-versed in energy issues.
- James Lankford (R-OK) and/or Key Staff Lankford serves on the Appropriations Committee, Subcommittee for Energy and Water Development, which oversees the Department of Energy. The Appropriations Committee writes the legislation that allocates federal funds to the numerous government agencies, departments, and organizations on an annual basis. With both the Oklahoma and energy connections, this is another important person to meet.
- John Cornyn (R-TX) and/or Key Staff Cornyn serves on the Committee on Finance, and is Chairman of the Subcommittee on International Trade, Customs and Global Competitiveness, and also sits on the Subcommittee on Energy, Natural Resources and Infrastructure. The Committee on Finance has a far-reaching jurisdiction, making it one of the most powerful and influential in the Senate. Specifically, the Finance Committee has jurisdiction over taxation, ports of entry, trade, tariffs, pensions, and infrastructure. The committee has legislative authority over parts of the Departments of Treasury, Commerce, Labor, Homeland Security and Health and Human Service, among others.

On the House side, there is one very important committee that Sinopec should focus on – the Committee on Energy and Commerce. This committee has the broadest jurisdiction of any congressional authorizing committee. Among other things, it has responsibility for environmental quality, energy policy, and interstate and foreign commerce. It oversees multiple cabinet-level Departments and independent agencies, including the *Departments of Energy*, Health and Human Services, Commerce, and Transportation, as well as the *Environmental Protection Agency*, the Federal Trade Commission, the Food and Drug Administration, and the Federal Communications Commission. Thusfar in 2017, Sinopec has met with Frank Lucas (R-OK-03) and Joe Barton (R-TX-06). In addition to these, Global Strategies proposes meetings with the following individuals:

- Energy and Commerce Committee Majority Staff Greg Walden (R-OR) is the new Chairman of this powerful committee, so it would be good to meet with his key staff on the committee.
- Pete Olson (R-TX-22) and/or Relevant Staff (Houston area) Serves on two Energy and Commerce subcommittees, as Vice Chair of Subcommittee on Energy and Power, and as a member of the Subcommittee on Commerce, Manufacturing and Trade
- Michael Burgess (R-TX-26) and/or Relevant Staff Texas Representative serving on Energy and Commerce Committee.

- Blake Farenthold (R-TX-27) represents the Corpus Christi area.
- Bill Flores (R-TX-17) member of House Energy and Commerce Committee.
   Subcommittee assignments include Energy and Power, Environment and the Economy, and Oversight and Investigations.

Global Strategies will also endeavor to arrange meetings with others who are relevant to Sinopec's interests, including Rep. Ted Poe (R-TX-02), Rep. John Culberson (R-TX-07), Rep. Al Green (D-TX-09), Rep. Sheila Jackson (D-TX-18) who, though not involved with energy, represent Houston-area districts. Poe serves on the House Committee on Foreign Affairs, and Culberson serves on the House Appropriations Committee as Chair of Subcommittee on Commerce, Justice and Science. This Subcommittee has jurisdiction over the Department of Commerce.

Given the significant role and influence that the Heritage Foundation has had with and as part of the Trump transition team, it is advisable that Sinopec look to continue that relationship as well.

Federal Agencies — as the agencies tasked with implementing new administration rules and policies, building relationships with new officials at these agencies can be beneficial to Sinopec, both in assisting Sinopec in understanding the government's agenda, but also in making it aware of Sinopec's business and potential impact on Sinopec's business. The key agencies that Global Strategies recommends are as follows:

- Environmental Protection Agency it is important for Sinopec to continue to build the relationship at this agency, as it is charged with regulating and enforcing standards for extraction operations and emissions standards. We will identify the proper person at the EPA for Sinopec to meet with.
- Department of Interior Bureau of Land Management (BLM) this agency is tasked with management of public lands, including issuing rules and regulations regarding those lands such as fracking. Meeting with the Director of the BLM (who will need to be nominated, and then confirmed by the Senate) and/or relevant staff, or a more targeted meeting with the staff person in charge of the oil and gas portfolio under the BLM are two options.
- Department of Energy (DOE) We would help Sinopec continue the relationship already started with the Office of Fossil Energy of the DOE. With a new administration, different individuals will be coming in to fill the leadership roles. Meeting possibilities include the incoming Assistant Secretary for Fossil Energy (who will need to be nominated and confirmed by the Senate) and/or relevant staff and the Deputy Assistant Secretary for Oil and Natural Gas (to be approved by president, but no Senate confirmation required), which has a more narrow focus on administering oil and gas programs, including regulation.

Local Officials - State and local officials should be aware of Sinopec's positive and important activities and investments in these localities as they are, in effect, Sinopec's most natural allies. Sinopec's past and possible future investment in the U.S. energy sector is important and positive information that can be helpful not only to Sinopec per se but China itself, as it demonstrates China's interest and sincerity in investing in the U.S. economy as well as its own. As previously discussed, Global Strategies can initiate meetings with local officials for Sinopec in Texas and Oklahoma. It is

important that the political leaders in these states have a friendly, face to face, relationship with Sinopec. Such meetings would be organized in a cost effective manner. Please see below a list of officials with whom we would aim to arrange meetings:

#### **TEXAS**

#### Houston

Houston Mayor Sylvester Turner (D) and/or relevant staff Relevant local office staff of Senator John Cornyn (R) Relevant local office of Senator Ted Cruz (R)

Meeting w/U.S. Representatives or their offices in Houston - the location/individual depends on who is available/preferable to meet with. There are nine different representatives from the Houston area, so two or three important ones or relevant staff may be the best.

#### Austin

Governor Greg Abbott and/or relevant staff Chairman of the Texas Railroad Commission, David Porter and/or staff Land Commissioner George P. Bush and/or staff

#### OKLAHOMA

Governor Mary Fallin and/or relevant staff
Michael Teague, Oklahoma Secretary of Energy & Environment and Vice Chairman of the Interstate
Oil and Gas Compact Commission and/or relevant staff

Relevant local office staff of Rep. Frank Lucas (located in Yukon, just outside Oklahoma City) Relevant local office staff of Senator James Lankford Relevant local office staff of Jim Inhofe

The Office of the Land Commissioner – Director of the Minerals Management Division – Dave Shipman, and/or relevant staff of Land Commissioner Harry Birdwell

#### RENEWAL OF OUR ENGAGEMENT

we propose an identical engagement for the coming year. Our options and responsibilities can be modified or adjusted to meet the specific and most important needs of Sinopec as you see them. The fee for our basic services as described above will be US \$32,000.00 per month, paid monthly for a 12-month period beginning May 1, 2017. Administrative disbursements, including but not limited to travel outside Washington D.C., will be billed separately. Sinopec may terminate this engagement at any time. In such an event, Sinopec will compensate Global Strategies for its services up to the date of termination as well as for disbursements incurred up to that point in time. Our team members are prepared to come to Beijing as necessary to report on our activities and receive recommendations and comments from Sinopec. All communications regarding our activities will remain confidential except as otherwise required by operation of U.S. law. By signing below, the Parties accept the above outlined terms of our engagement.

As we move forward, we will continue to make ourselves available for advice and counsel on any issue involving policy, government or public relations or crisis management. We greatly appreciate the

relationship with SINOPEC DC, and believe your presence here in our nation's capital has had great effect. We look forward to continuing and expanding this relationship in years to come.